#### FY1995 Income Statement Forecast

Report 10				FY1995 I	ncome Stat	ement Fore	ecasi						
13-Jul-94			500000			700000			800000			1000000	
	Jul-94	Aug-94	Sep-94	Oct-94	Nov-94	Dec-94	Jan-95	Feb-95	Mar-95	Apr-95	May-95	Jun-95	Total
REVENUE								0477 770	6477 770	e222 222	\$222,222	\$222,222	\$2,000,000
Products	\$111,111	\$111,111	\$111,111	\$155,556	\$155,556	\$155,556	\$177,778	\$177,778	\$177,778	\$222,222	<b>4</b> 222,222	4222,222	Ψ2,000,000
Custom Development	<b>67</b> 5 000	e2 4 000	\$28,000	\$19,000	\$28,000	\$42,000	\$55,000	\$239,000	\$118,000	\$213,000	\$267,000	\$335,000	1,453,000
Production Services International	\$75,000	\$34,000	φ28,000	φ19,000	Ψ20,000	ψ-12,000	400,000	4200,000	*****	•=•	•	-	
International													
								110 770	005 770	435,222	489,222	557,222	3,453,000
Total Revenue	186,111	145,111	139,111	174,556	183,556	197,556	232,778	416,778	295,778	435,222	405,222	JJ1,EEE	5,455,555
COST OF GOODS SOLD													
Subcontractors													
Total Cost of Goods													
GROSS MARGIN	186,111	145,111	139,111	174,556	183,556	197,556	232,778	416,778	295,778	435,222	489,222	557,222	3,453,000
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
					40.000	45.003	68,413	121,866	68,706	68,178	125,878	74,278	757,731
Marketing & Sales	23,956	26,036	45,916	45,602 19,492	43,902 24,325	45,003 24,325	24,325	25,325	24,325	30,125	30,125	30,125	296,167
Publisihng	23,692	19,492 41,557	20,492 73,996	71,707	79,096	94,235	79,818	80,957	79,957	79,957	81,346	81,346	874,422
Development	30,446 42,547	41,897	73,990 58,697	57,697	57,697	58,697	58,781	60,781	59,781	60,781	60,864	65,864	684,083
G&A Total Expenses	120,641	128,982	199,101	194,498	205,020	222,260	231,337	288,929	232,768	239,041	298,213	251,613	2,612,402
Total Expenses	120,041	120,302	100,101	104,400	200,020								
Net Operating Income(Loss)	65,470	16,129	(59,990)	(19,943)	(21,465)	(24,704)	1,441	127,849	63,009	196,182	191,009	305,609	840,598
Net Operating Income(Loss)	05,470	10,120	(00,000)	(10,0.0)	(21,100)	(= 1,1 = 7	•	•					24%
Interest Income (Expense)													
	05 470	40.400	(EQ 000)	(19,943)	(21,465)	(24,704)	1,441	127,849	63,009	196,182	191,009	305,609	840,597
Pretax Income(Loss)	65,470	16,129	(59,990)	(19,943)	(21,400)	(E-7,104)	1,771	,0.10	-3,000	,		·	
Income Taxes								.,,					
NET WOONE (1000)	#CE 470	¢46 400	(\$59,990)	(\$19,943)	(\$21,465)	(\$24,704)	\$1,441	\$127,849	\$63,009	\$196,182	\$191,009	\$305,609	\$840,597
NET INCOME(LOSS)	\$65,470	\$16,129	(405,550)	(\$13,343)	(ΨΣ 1,700)	(ΨΣ-1,1 Ο-1)	Ψ1,111	4. <u>-</u> ., ,	41				

#### FY1995 Balance Sheet Forecast

Report 11 13-Jul-94

	Jun-94	Jul-94	Aug-94	Sep-94	Oct-94	Nov-94	Dec-94	Jan-95	Feb-95	Mar-95	Apr-95	May-95	Jun-95
Current Assets												(*****	2400.000
Cash	\$207,112	\$115,405	\$109,078	\$96,318	\$22,988	(\$26,274)	(\$189,883)	(\$228,671)	(\$282,647)	(\$220,298)	(\$95,789)	(\$802)	\$193,208
Accounts Receivable	\$98,489	235,356	238,167	211,667	244,111	270,833	289,333	331,556	533,167	504,167	583,111	706,833	801,833
Deposits & Prepaids	\$2,395	2,395	2,395	2,395	15,000	15,000	15,000	15,000	15,000	15,000	15,000	15,000	15,000
Total Current Assets	307,996	353,155	349,640	310,380	282,099	259,559	114,450	117,885	265,520	298,869	502,323	721,032	1,010,041
Fixed Assets													
Furniture	3,930	3,930	8,930	8,930	8,930	8,930	13,930	13,930	13,930	13,930	18,930	18,930	18,930
Equipment & Software	80,505	80,505	96,505	104,505	126,505	131,505	136,505	157,505	162,505	162,505	162,505	212,505	212,505
Production Services	3,301	3,301	3,301	3,301	3,301	3,301	3,301	3,301	3,301	3,301	3,301	3,301	3,301
Accumulated Depreciation	(20,914)	(23,307)	(26,145)	(29,289)	(33,043)	(36,937)	(40,969)	(45,668)	(50,506)	(55,344)	(60,182)	(66,492) 283,832	(72,802) 283,832
Net Fixed Assets	\$66,822	147,327	147,327	147,327	147,327	147,327	283,832	283,832	283,832	283,832	283,832	200,002	203,032
Other Assets	5,674	5,674	5,674	5,674	5,674	5,674	5,674	5,674	5,674	5,674	5,674	5,674	5,674
Total Assets	\$380,492	\$506,156	\$502,641	\$463,381	\$435,100	\$412,560	\$403,956	\$407,391	\$555,026	\$588,375	\$791,829	\$1,010,538	\$1,299,547
Current Liabilities					200 404	****	\$54,507	\$56,500	\$76,287	\$46,626	\$53,899	\$81,599	\$64,999
Accounts Payable	(3,458)	\$46,735	\$27,090	\$47,820	\$39,481	\$38,406 48,711	\$54,507 48,711	48,711	48,711	48,711	48,711	48,711	48,711
Payable - B Kahle	48,711	48,711	48,711	48,711 10,000	48,711 10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000
Accrued Expenses		10,000	10,000	10,000	10,000	,	10,000	10,000	.0,022	,			
Total Current Liabilities	45,253	105,446	85,801	106,531	98,192	97,117	113,218	115,211	134,998	105,337	112,610	140,310	123,710
Shareholders' Equity:												05.000	05 000
Paid in Capital	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000 840,598
Current Year Income (Loss)	309,860	65,470	81,600	21,610	1,668	(19,797)	(44,501)	(43,061)	84,788	147,797	343,979	534,988 310,240	310,240
Retained Earnings (Deficit)	380	310,240	310,240	310,240	310,240	310,240	310,240	310,240	310,240	310,240 483,037	310,240 679,219	870,228	1,175,838
Total Equity	335,240	400,710	416,840	356,850	336,908	315,443	290,739	292,179	420,028	400,007	013,213	010,220	1,170,000
Total Liabilities & Equity	\$380,493	\$506,156	\$502,641	\$463,381	\$435,100	\$412,560	\$403,956	\$407,391	\$555,026	\$588,375	\$791,829	\$1,010,538	\$1,299,547

# Captial Equipment & Software Additions

	Jul-94	Aug-94	Sep-94	Oct-94	Nov-94	Dec-94	Jan-95	Feb-95	Mar-95	Apr-95	May-95	Jun-95
Production Services Servers		5,000				15,000			15,000	5,000		15,000
Engineer workstation Account Manager Workstation		0,000			3,000					·		
	0	5,000	0	0	3,000	15,000	0	0	15,000	5,000	0	15,000
Equipment & Software												
Engineer workstations		10,000	5,000	10,000	5,000							
Marketing worstations		3,000		6,000			6,000	5,000				
G&A Workstations		3,000	3,000				15,000					
Development Server Corporate Disk Capacity				6,000			15,000					
Marketing demo equipment				0,000		5,000						
Placeholder											50,000	
	0	16,000	8,000	22,000	5,000	5,000	21,000	5,000	0	0	50,000	0
Furniture		5,000				5,000				5,000		

#### Company-Wide Expenses FY1995

1994 Total Total Jan-95 Feb-95 Mar-95 Apr-95 Mav-95 Jun-95 Sep-94 Oct-94 Nov-94 Dec-94 Jul-94 Aug-94 Jun-94 122,292 1,218,333 356.079 122,292 122,292 97,708 108,125 108,125 113,958 117.292 117,292 44,435 45,208 64,792 78,958 Salaries 12.229 12,229 12,229 121,833 30,068 10,813 11,396 11,729 11.729 10.813 6,479 7,896 9.771 Payroll Taxes 3.371 4.521 7,338 73,100 11,108 7.038 7,038 7.338 7.338 6,488 6,838 2,713 3.888 4,738 5,863 6,488 Medical Insurance 1.718 282,000 89,050 26,083 26,083 26,083 26,083 26,083 26,083 26,083 26,083 26,083 9,083 14,083 24,083 Consulting 8,825 58,000 0 0 0 15,000 15,000 0 3.000 10,000 0 15,000 Recruiting 41,807 10,500 10,500 10,500 106,000 9,500 9,500 8,500 8,500 9,500 9,500 9.944 6,000 6,000 7,500 Travel 0 8,000 0 0 0 4.000 0 n 0 1.000 3.000 n Training 51,888 4.000 6,310 6,310 3,893 4.032 4.699 4.838 4.838 4.838 3.755 2,393 2,838 3.143 Depreciation 6.000 3.932 500 500 500 500 500 500 500 500 500 500 500 500 484 Equipment Rent/Lease 32,766 4,000 4.000 4,000 4.000 4,000 46,000 4.000 4.000 4,000 4.000 970 2,000 4,000 4.000 Equipment/Software 13,200 2,534 100 100 100 100 100 100 100 100 100 100 100 219 12,100 Network access 22.500 18,545 2,000 2.000 2,000 2,000 2.000 2,000 2.000 2,000 1,158 1,500 1,500 1,500 2,000 Computer supplies 700 700 700 700 8,400 700 700 700 700 700 700 700 700 Other 10.214 Marketing\Sales Onl 3,659 27,861 148,308 19,450 14.789 21,761 24,461 9,219 10,863 6,119 2,722 2,822 2.422 5.819 Commissions 0 0 0 0 0 0 0 Ω 0 Advertising 0 0 0 0 n 0 n 0 0 0 0 Seminars 5,000 5,000 5,000 55,000 5,000 5,000 5,000 5.000 5.000 5,000 0 5,000 5.000 **Public Relations** 50,000 25,000 0 0 25,000 Ð 0 0 0 Direct Mail 15,000 7,500 0 n O 0 n 0 7,500 0 0 0 Trade Shows 0 0 10,000 0 0 n 0 n 10,000 0 0 Collateral Development n 0 5,000 0 0 0 0 0 0 0 0 0 0 0 5.000 Collateral 0 60,000 0 30,000 0 0 30,000 0 O 0 0 0 Λ Advertising 0 G&A Only 6,000 6,000 6.000 6,000 67,000 36,240 6,000 6.000 6.000 6,000 3,500 3,500 6,000 6,000 3.480 Office Rent 3,000 3,000 3.000 3,000 31,000 22,226 3,000 3,000 3,000 2,000 2,000 1,430 2,000 2,000 2,000 Office Supplies 150 1,800 150 150 150 150 150 150 150 150 150 150 150 Office Maintenance 1.000 12,000 5,000 1,000 1,000 1.000 1.000 1.000 1.000 1,000 254 1,000 1.000 1,000 1,000 Postage & Delivery 7,000 7,000 71,000 31,819 6,000 7,000 7,000 7.000 6,000 4.000 6,000 6,000 3.179 4,000 4.000 Telephone 250 250 250 250 3,000 250 250 250 250 250 250 250 **Equipment Repair** 250 150 150 150 1,800 150 150 150 150 150 150 **Bank Charges** 150 150 150 1,000 1.000 12,000 1.000 1,000 1,000 1,000 1,000 1.000 1.000 1,000 1,000 1.000 Travel 1,200 100 100 100 100 100 100 100 100 100 100 100 100 Dues & Subscriptions 2,000 7,000 34,000 14,736 2,000 2,000 2,000 2.000 2,000 2,000 2.000 2.000 2,000 Legal & Accounting 1,262 7,000 0 0 5,000 0 0 0 0 0 0 5.000 0 Casualty Insurance 0 1,050 12,600 1,050 1,050 1,050 1,050 1.050 1,050 1,050 1,050 1,050 1.050 Equipment & Software 1.050 ۵ 4,991 0 0 0 0 0 0 0 1.077 251,613 2,610,962 715,115 232,768 239,041 298,213 205,020 222,260 231,337 288,929 119,641 128,902 198,741 194,498 85,465 68,706 68,178 125,878 74.278 756,291 121,866 45,602 43.902 45.003 68,413 45,556 Marketing & Sales 22,956 25,956 874,422 79,957 81,346 81.346 79,096 94,235 79,818 80,957 79,957 71,707 30,446 41,557 73,996 Development 296,167 30,125 24.325 25,325 24.325 30,125 30,125 24,325 23,692 19,492 20,492 19,492 24,325 Publishing 684,083 59,781 60,781 60,864 65,864 58,781 60,781 57.697 58,697 58,697 57,697 G&A 42,547 41.897 251,613 2,610,962 231,337 288,929 232,768 239,041 298,213 222,260 128,902 198,741 194,498 205,020 119,641 53,899 81.599 64,999 76,287 46,626 54,507 56,500 45.735 27,010 47,460 39,481 38,406 Accounts payable (see bold items above) 0

0

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#### Marketing & Sales Expenses FY1995

Account			Jul-94	Aug-94	Sep-94	Oct-94	Nov-94	Dec-94	Jan-95	Feb-95	Mar-95	Apr-95	May-95	Jun-95	Total
	Salaries		6,667	9,167	9,167	17,917	17,917	17,917	23,750	27,083	27,083	27,083	27,083	27,083	237,917
	Payroll Taxes	10.0%	667	917	917	1,792	1,792	1,792	2,375	2,708	2,708	2,708	2,708	2,708	23,792
	Medical Insuranc	6.0%	400	550	550	1,075	1,075	1,075	1,425	1,625	1,625	1,625	1,625	1,625	14,275
	Consulting			5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	- 5,000	55,000
	Recruiting		10,000				3,000		15,000						28,000
	Travel		2,500	2,500	4,000	4,000	4,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	52,000
	Training				1,000					1,000					2,000
	Depreciation														
	Equipment Rent/Lease														
	Equipment/Software														
	Network access														
	Computer supplies														
	Other														
	Marketing\Sales C	nlv													
	Commissions	••••	2,722	2,822	2,422	5,819	6,119	9,219	10,863	19,450	14,789	21,761	24,461	27,861	148,308
	Advertising		<b>,</b>	•		·									
	Seminars														
	Public Relations			5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	55,000
	Direct Mail									25,000			25,000		50,000
	Trade Shows				7,500						7,500				15,000
	Collateral Development				10,000										10,000
	Collateral		,			5,000									5,000
	Advertising									30,000			30,000		60,000
							,						105.070	74.670	750 004
		_	22,956	25,956	45,556	45,602	43,902	45,003	68,413	121,866	68,706	68,178	125,878	74,278	756,291

#### Report 13A 13-Jul-94

# Marketing & Sales Salaries FY1995

	Title	Name	Jul-94	Aug-94	Sep-94	Oct-94	Nov-94	Dec-94	Jan-95	Feb-95	Mar-95	Apr-95	May-95	Jun-95	Total
\$20,000 \$40,000 \$65,000	VP Sales & Mrkt Marketing Assist VAR Mgr Product Mktng M Telesales Rep Telesales Rep Technical suppor	Bruce Gilliat Than Lee TBH TBH TBH TBH	5,000 1,667	5,000 1,667 2,500	5,000 1,667 2,500	5,000 1,667 5,417 2,500	5,000 1,667 5,417 2,500	5,000 1,667 5,417 2,500	5,000 1,667 3,333 5,417 2,500 2,500 3,333	5,000 1,667 3,333 5,417 2,500 2,500 3,333 3,333	5,000 1,667 3,333 5,417 2,500 2,500 3,333 3,333	5,000 1,667 3,333 5,417 2,500 2,500 3,333 3,333	5,000 1,667 3,333 5,417 2,500 2,500 3,333 3,333	5,000 1,667 3,333 5,417 2,500 2,500 3,333 3,333	60,000 20,000 20,000 48,750 27,500 15,000 16,667 30,000
	Commission Rate	Total •	6,667 2%	9,167 2%	9,167	17,917 3.3%	17,917 3.3%	17,917 4.7%	23,750 4.7%	27,083 4.7%	27,083 5.0%	27,083 5.0%	27,083 5.0%	27,083 5.0%	237,917

Commision Rate Calculation		Full Quota				Pct ot
	Quota	Comp	Base	Commissi	Rate	Total Sales
Telesales rep	1,000,000	70,000	30,000	40,000	4%	1.3%
Var Manager	1,000,000	80,000	40,000	40,000	4%	1.3%
Inside SalesRep	1,000,000	80,000	40,000	40,000	4%	1.3%
VP Sales	3,000,000			60,000	2%	2%
						6.0%

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### Development Expenses FY1995

Account			Jul-94	Aug-94	Sep-94	Oct-94	Nov-94	Dec-94	Jan-95	Feb-95	Mar-95	Apr-95	May-95	Jun-95	Total
	Salaries	-	16,833	25,167	32,250	42,250	48,500	48,500	48,500	48,500	48,500	48,500	48,500	48,500	504,500
	Pavroli Taxes	10.0%	1,683	2,517	3,225	4,225	4,850	4,850	4,850	4,850	4,850	4,850	4,850	4,850	50,450
	Medical Insuranc	6.0%	1,010	1,510	1,935	2,535	2,910	2,910	2,910	2,910	2,910	2,910	2,910	2,910	30,270
	Contractors	0.070	4,083	4.083	14,083	14,083	14,083	14,083	14,083	14,083	14,083	14,083	14,083	· 14,083	149,000
	Recruiting		1,000	.,	15,000	,	• •	15,000	·						30,000
	Travel		500	500	500	500	500	500	500	500	500	500	500	500	6,000
·	Training			1,000						1,000					2,000
	Depreciation		2,236	2,681	2,903	3,514	3,653	3,792	4,375	4,514	4,514	4,514	5,903	5,903	48,502
	Equipment Rent/Lease		500	500	500	500	500	500	500	500	500	500	500	500	6,000
	Equipment/Software		2,000	2.000	2,000	2,000	2,000	2,000	2,000	2,000	2,000	2,000	2,000	2,000	24,000
	Network access		100	100	100	100	100	100	100	100	100	100	100	100	1,200
	Computer supplies		1,500	1,500	1,500	2,000	2,000	2,000	2,000	2,000	2,000	2,000	2,000	2,000	22,500
	Other Supplies		1,500	1,500	1,000		2,000	,000	_,	_,					

30,446	41,557	73,996	71,707	79,096	94,235	79,818	80,957	79,957	79,957	81,346	81,346	874,422

#### Report14A 13-Jul-94

#### Development Contractors FY1995

	Name	Jul-94	Aug-94	Sep-94	Oct-94	Nov-94	Dec-94	Jan-95	Feb-95	Mar-95	Apr-95	May-95	Jun-95	Total
Protocols Maint. General	Margaret St	4,083	4,083	4,083 10,000	49,000 100,000									
	Total	4,083	4,083	14,083	14,083	14,083	14,083	14,083	14,083	14,083	14,083	14,083	14,083	149,000

#### Report 6A 13-Jul-94

#### Development Salaries FY1995

	Title	Name	Jul-94	Aug-94	Sep-94	Oct-94	Nov-94	Dec-94	Jan-95	Feb-95	Mar-95	Apr-95	May-95	Jun-95	Total
\$85,000	VP Development				7,083	7,083	7,083	7,083	7,083	7,083	7,083	7,083	7,083	7,083	70,833
\$50,000	Senior Engineer	Harry Morris	4,167	4,167	4,167	4,167	4,167	4,167	4,167	4,167	4,167	4,167	4,167	4,167	50,000
\$52,000	Engineer	Dan Aronson	4,333	4,333	4,333	4,333	4,333	4,333	4,333	4,333	4,333	4,333	4,333	4,333	52,000
•	Engineer	Ben Lai	3,333	3,333	3,333	3,333	3,333	3,333	3,333	3,333	3,333	3,333	3,333	3,333	40,000
\$40,000	•	Kevin Oliveau	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	60,000
\$60,000	Engineer	TBH	3,000	0,000	0,000	0,000	6,250	6,250	6,250	6,250	6,250	6,250	6,250	6,250	50,000
\$75,000	Snr Engineer	TBH		4,167	4,167	4,167	4,167	4,167	4,167	4,167	4,167	4,167	4,167	4,167	45,833
\$50,000	Engineer	TBH		4,167	4,167	4,167	4,167	4,167	4,167	4,167	4,167	4,167	4,167	4,167	45,833
	Engineer			4,107	4,107	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	45,000
\$60,000	Engineer	TBH				5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	45,000
\$60,000	Engineer	TBH				3,000	5,000	0,000	0,000	0,000	-,	-,	,	•	•
		Total	16,833	25,167	32,250	42,250	48,500	48,500	48,500	48,500	48,500	48,500	48,500	48,500	504,500
		i Ulai	10,000	20,107	02,200	,	.5,555	,	. ,		•	•			

## Report13 13-Jul-94

### Publishing Expenses FY1995

Account			Jul-94	Aug-94	Sep-94	Oct-94	Nov-94	Dec-94	Jan-95	Feb-95	Mar-95	Арг-95	May-95	Jun-95	Total
7 1000 di 11	Salaries		10,000	15,000	15,000	15,000	19,167	19,167	19,167	19,167	19,167	24,167	24,167	24,167	223,333
	Payroll Taxes	10.0%	1,000	1,500	1,500	1,500	1,917	1,917	1,917	1,917	1,917	2,417	2,417	2,417	22,333
	Medical Insurance	6.0%	600	900	900	900	1,150	1,150	1,150	1,150	1,150	1,450	1,450	1,450	13,400
	Consulting														
	Recruiting														
	Travel														0.000
	Training				1,000					1,000					2,000
	Depreciation		92	92	92	92	92	92	92	92	92	92	92	92	1,100
	Equipment Rent/Lease														
	Equipment/Software			2,000	2,000	2,000	2,000	2,000	2,000	2,000	2,000	2,000	2,000	2,000	22,000
	Network access		12,000												12,000
	Computer supplies														
	Other														

_	23,692	19,492	20,492	19,492	24,325	24,325	24,325	25,325	24,325	30,125	30,125	30,125	296,167

#### Report 13A 13-Jul-94

#### Publishing Salaries FY1995

	Title	Name	Jul-94	Aug-94	Sep-94	Oct-94	Nov-94	Dec-94	Jan-95	Feb-95	Mar-95	Apr-95	May-95	Jun-95	i otai
\$80,000		John Duh	6,667	6,667	6,667	6,667	6,667	6,667	6,667	6,667	6,667	6,667	6,667	6,667	80,000
	Account Mgr	TBH	-,	•	•	•	4,167	4,167	4,167	4,167	4,167	4,167	4,167	4,167	33,333
	Systems Admin	ТВН	3,333	3,333	3,333	3,333	3,333	3,333	3,333	3,333	3,333	3,333	3,333	3,333	40,000
	Development Mgr	ТВН	-,	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	55,000
	Development Mgr	ТВН		-,	•	•	-	,				5,000	5,000	5,000	15,000
Ψ00,000	Bovolopinione mg.														
														,	0
															0
															0
															0
															0
															0
															0
															0
															0
		Total -	10,000	15,000	15,000	15 000	19.167	19.167	19.167	19.167	19,167	24,167	24,167	24,167	223,333

Report 15 13-Jul-94 G&A Expenses FY1995

Account			Jul-94	Aug-94	Sep-94	Oct-94	Nov-94	Dec-94	Jan-95	Feb-95	Mar-95	Apr-95	May-95	Jun-95	Total
	Salaries	_	11,708	15,458	22,542	22,542	22,542	22,542	22,542	22,542	22,542	22,542	22,542	22,542	252,583
	Payroll Taxes	10.0%	1,171	1,546	2,254	2,254	2,254	2,254	2,254	2,254	2,254	2,254	2,254	2,254	25,258
	Medical Insuran	6.0%	703	928	1,353	1,353	1,353	1,353	1,353	1,353	1,353	1,353	1,353	1,353	15,155
	Consulting		5,000	5,000	5,000	7,000	7,000	7,000	7,000	7,000	7,000	7,000	7,000	7,000	78,000
	Recruiting														
	Travel		3,000	3,000	3,000	4,000	4,000	4,000	4,000	4,000	4,000	5,000	5,000	5,000	48,000
	Training				1,000					1,000					2,000
	Depreciation		66	66	149	149	149	149	232	232	232	232	316	316	2,286
	Equipment Rent/Lease														
	Equipment/Software														
	Network access														
	Computer supplies												=	700	0.400
	Other		700	700	700	700	700	700	700	700	700	700	700	700	8,400
	G & A ONLY														
	Office Rent		3,500	3,500	6,000	6,000	6,000	6,000	6,000	6,000	6,000	6,000	6,000	6,000	67,000
	Office Supplies		2,000	2,000	2,000	2,000	2,000	3,000	3,000	3,000	3,000	3,000	3,000	3,000	31,000
****	Office Maintenance/secu	urity	150	150	150	150	150	150	150	150	150	150	150	150	1,800
	Postage & Delivery	•	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	12,000
	Telephone		4,000	4,000	4,000	6,000	6,000	6,000	6,000	7,000	7,000	7,000	7,000	7,000	71,000
	Equipment Repair		250	250	250	250	250	250	250	250	250	250	250	250	3,000
	Bank Charges		150	150	150	150	150	150	150	150	150	150	150	150	1,800
	Travel		1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	12,000
	Dues & Subscriptions		100	100	100	100	100	100	100	100	100	100	100	100	1,200
	Legal & Accounting		7,000	2,000	2,000	2,000	2,000	2,000	2,000	2,000	2,000	2,000	2,000	7,000	34,000
	Casualty Insurance				5,000		,							4.055	5,000
	Equipment & Software		1,050	1,050	1,050	1,050	1,050	1,050	1,050	1,050	1,050	1,050	1,050	1,050	12,600

					T0 007	E0 70/	00.704	E0.704	CO 704	60.064	65,864	684,083
42,547	41.897	58,697	57,697	57,697	58,697	58,781	60,781	59.781	60,781	60,864	00,004	004,000
42.047	41.037	00,001	07,007	07,007	00,00.	,	,			•	-	

	Title	Name	Jul-94	Aug-94	Sep-94	Oct-94	Nov-94	Dec-94	Jan-95	Feb-95	Mar-95	Apr-95	May-95	Jun-95	Total
\$85.000	Chiarman	Brewster Kah	7,083	7,083	7,083	7,083	7,083	7,083	7,083	7,083	7,083	7,083	7,083	7,083	85,000
\$85,000		TBH			7,083	7,083	7,083	7,083	7,083	7,083	7,083	7,083	7,083	7,083	70,833
	Exec. Assistant		2,125	2,125	2,125	2,125	2,125	2,125	2,125	2,125	2,125	2,125	2,125	2,125	25,500
	Office Manager		2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	30,000
•	Accountant	твн	<b>-,</b>	3,750	3,750	3,750	3,750	3,750	3,750	3,750	3,750	3,750	3,750	3,750	41,250
	Total	-	11,708	15,458	22,542	22,542	22,542	22,542	22,542	22,542	22,542	22,542	22,542	22,542	252,583

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